



LEON COUNTY
BOARD OF
COUNTY COMMISSIONERS

Small farms: marketing, sales, and the law

Presentation by Lee Cornman

Sustainable Communities Summit 10.31.2012

Florida Department of Agriculture and Consumer Services



Division of Food Safety
Lee M. Cornman, Assistant Director

Cottage Foods Requirements

- 2011 Legislation - HB 7209
- Exempt from FDACS permit
- \$15,000 gross sales limit
- Written documentation of sales

Cottage Foods Requirements

Direct sales only:

Cottage Food Operation (home)

Roadside stands

Farmer's markets



Cottage Foods Requirements

Direct sales only:

- ❑ No internet sales
- ❑ No mail order sales
- ❑ No wholesale sales



Cottage Foods Requirements

- Must meet all other local, federal, state requirements
- Complaint inspections only
- Enforcement for non-compliance

Cottage Foods Requirements

Non-Potentially Hazardous Foods Only

Breads, cakes, fruit pies, cookies, pastries, jams, jellies, honey, candies, confections, cereals, granola, dried fruits, nuts, pasta...

Cottage Foods Requirements

Foods **NOT** allowed include:

Canned fruits, vegetables, salsas, fresh or dried meats (jerky), fish or shellfish products, any canned pickled products, milk/dairy products (cheeses), any bakery product with cream icing/filling, BBQ sauces, ketchup, mustard, cut fruit or juices....

Cottage Foods Requirements

■ Labeling requirements:

“Made in a cottage food operation that is not subject to Florida’s food safety regulations.”

Cottage Foods Requirements

- **Labeling requirements:**
 - Name/Address of cottage operator
 - Name of cottage food product
 - Weight / Volume
 - Allergen information
 - Nutritional claims
 - Ingredients list in descending order

Cottage Foods Requirements

**MADE IN A COTTAGE FOOD OPERATION THAT
IS NOT SUBJECT TO FLORIDA'S FOOD SAFETY
REGULATIONS**

Chocolate Chip Cookie

Ashley Christopher Bryant
1019 Food Safety Drive
Tallahassee, Florida 32399

Ingredients: Enriched flour (Wheat flour, niacin, reduced iron, thiamine, mononitrate, riboflavin and folic acid), butter (milk, salt), chocolate chips (sugar, chocolate liquor, cocoa butter, butterfat (milk), Soy lecithin as an emulsifier), walnuts, sugar, eggs, salt, artificial vanilla extract, baking soda.

Contains: wheat, eggs, milk, soy, walnuts

Net Wt. 3 oz

Cottage Foods Requirements

Guidance document and FAQs
available as:

- ✓ Handout
- ✓ FDACS Food Safety website:
www.FreshFromFlorida.com/fs/

Small Farms Legislation

2010 Legislation

- Implementing language of HB 5001
- FL Food Safety and Food Defense Advisory Council
- Small Farm Task Force

Small Farms Task Force

- Public meetings
- Draft report
- Commissioner review
- Final report to Legislature



Definition of Small Farm



Size?

Sales?

Activities?

Section 823.14, FS

Small Farm Activities

- Honey
- Cottage Foods
- Whole shell eggs *
- Whole or processed poultry *



Direct Sale Farm Operation



Eggs and Poultry

Meet USDA / FDA Standards

Direct Sale Farm Operation

Annual food firm permit

Direct Sale Farm Operation

= \$100



Direct Sale Farm Operation

- Direct sales at:
Farm location/delivery
Roadside stand
Farmer's market



Direct Sale Farm Operation

No internet sales

No mail order sales

No wholesale sales

No interstate sales – Florida sales only



Direct Sale Farm Operation

Permit requirements =

Opening visit – info/permit only

No minimum construction stds.

No certified food manager

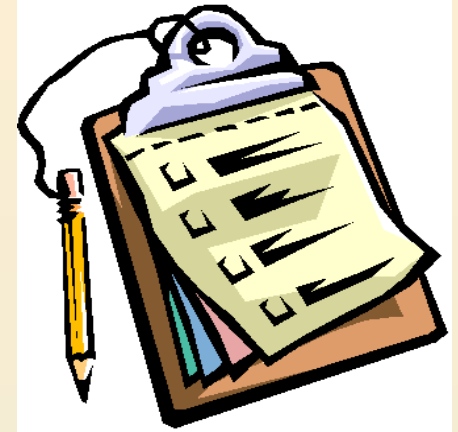
Direct Sale Farm Operation

Permit requirements =

Complaint-based inspections

Enforcement

No brokers/distributers



Direct Sale Farm Operation

Rules currently pending adoption:

- ❑ Series of public workshops
- ❑ Public comments
- ❑ Anticipated completion – early 2013

FDACS Food Safety

- http://www.freshfromflorida.com/public_notices/

Site for FDACS public meeting
notices

FDACS Food Safety

- <http://www.leg.state.fl.us> >
Florida Statutes > Title XXXIII
> Chapter 500 Food Products
> Section 500.80

Cottage Food Law

FDACS Food Safety

- <http://www.freshfromflorida.com/fs/>

Food Safety home page

Cottage Food Guidance Brochure

FAQs

FDACS Food Safety

- foodinsp@freshfromflorida.com

Email address for Food Safety
Comments, complaints, information,
etc.

FDACS Food Safety

THANK YOU!

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